

## Message Text

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ORIGIN EA-12

INFO OCT-01 EUR-12 ISO-00 CIAE-00 COME-00 EB-08 INR-07  
LAB-04 NSAE-00 PA-01 SIL-01 USIA-06 PRS-01 OPIC-03  
OES-07 SP-02 /065 R

DRAFTED BY EA/EP:DHSTEBBING:LRR/SJP  
APPROVED BY EA/EP:DMCCONVILLE  
EA/EP:AGEBER (DRAFT)  
EA/PHL:JSARTORIUS  
EA/TIMBS:RFRITTS  
COMMERCE:ABROSNAN  
EB/OT/GCP:MBAAS  
OPIC:AKRAMISH (INFO)  
USIA:MYAKI

-----118622 212050Z /41

P R 212012Z DEC 77  
FM SECSTATE WASHDC  
TO AMEMBASSY MANILA PRIORITY  
AMEMBASSY BANGKOK PRIORITY  
AMEMBASSY JAKARTA PRIORITY  
AMEMBASSY KUALA LUMPUR PRIORITY  
AMEMBASSY SINGAPORE PRIORITY  
INFO AMEMBASSY BRUSSELS  
AMEMBASSY CANBERRA  
AMEMBASSY OTTAWA  
AMEMBASSY TOKYO  
AMEMBASSY WELLINGTON  
AMCONSUL HONG KONG  
AMEMBASSY PORT MORESBY  
AMEMBASSY RANGOON  
AMEMBASSY SEOUL  
AMEMBASSY TAIPEI  
USLO PEKING

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E.O. 11652: N/A

TAGS: ETRD, BEXP, ASEAN

SUBJECT: ASEAN TRADE FAIR

REFS: A) STATE 251921; B) MANILA 19537 (NOTAL)

1. WE APPRECIATE THE MANY SUGGESTIONS THAT HAVE BEEN MADE REGARDING U.S. SUPPORT FOR ASEAN TRADE FAIR AND AGREE THAT U.S. SHOULD CAPITALIZE UPON OPPORTUNITY TO DEMONSTRATE INTEREST IN ASEAN. IT APPEARS MOST IN KEEPING WITH ASEAN INTENTIONS FOR U.S. SUPPORT TO CONCENTRATE PRIMARILY ON PUBLICITY AND FACILITATIVE ASSISTANCE TO PRIVATE FIRMS AND GROUPS WHO WISH TO ATTEND. BASED ON RESPONSE TO DATE, WE ARE HOPEFUL THAT U.S. PARTICIPANTS AND ATTENDEES WILL MAKE A SIGNIFICANT CONTRIBUTION TO THE FAIR.

2. TO RESPOND TO PHILIPPINES DIPLOMATIC NOTE ON ASEAN TRADE FAIR (REF A), WE REQUEST THAT MANILA, UNLESS YOU PERCEIVE OBJECTION, DELIVER DIPLOMATIC NOTE CONTAINED PARA 3 AS EARLY AS POSSIBLE DURING PERIOD DECEMBER 28-30 AND AT SAME TIME DISCUSS PROPOSED U.S. SUPPORT FOR FAIR ALONG LINES OF PARAS. 4-6. OTHER ACTION ADDRESSEES MAY DELIVER SIMILAR DIPLOMATIC NOTE OR INFORM HOST GOVERNMENTS OF U.S. PLANS IN APPROPRIATE MANNER DURING SAME TIME PERIOD. TEXT OF NOTE HAS BEEN KEPT BRIEF BECAUSE WE EXPECT TO BE IN

CONTACT WITH FAIR SECRETARIAT ON ON-GOING BASIS.

3. TEXT OF NOTE (COMPLIMENTARY LANGUAGE OMITTED): ...HAS THE HONOR TO REFER TO THE EMBASSY OF THE PHILIPPINES NOTE LIMITED OFFICIAL USE

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OF OCTOBER 5, 1977, REGARDING THE ASEAN TRADE FAIR TO BE HELD IN MANILA IN MAY, 1978. THE UNITED STATES GOVERNMENT IS PLEASED TO BE INVITED TO SUPPORT THE ASEAN TRADE FAIR AND OFFERS ITS FACILITIES TO PUBLICIZE THE FAIR AND TO PROVIDE APPROPRIATE ASSISTANCE TO U.S. CITIZENS WHO WISH TO ATTEND. THE UNITED STATES GOVERNMENT WOULD LIKE TO SPONSOR A TECHNICAL SEMINAR ON A SUBJECT SUPPORTIVE OF THE FAIR'S OBJECTIVES. IN ADDITION, A NUMBER OF PRIVATE SECTOR ORGANIZATIONS HAVE ALREADY MADE KNOWN THEIR PLANS TO ATTEND THE FAIR OR CONTRIBUTE TO IT ALONG THE LINES SUGGESTED IN THE REFERENCED NOTE. THE U.S. GOVERNMENT WILL KEEP THE ASEAN TRADE FAIR SECRETARIAT INFORMED OF SUCH PLANS AS THEY DEVELOP.. END TEXT.

4. WHEN DELIVERING THE NOTE, YOU SHOULD DISCUSS THE POINTS MENTIONED IN THE NOTE AND GET A RESPONSE AS REQUIRED. REGARDING PUBLICITY FOR THE FAIR, THERE ARE A NUMBER OF WAYS THIS CAN BE DONE, INCLUDING DIRECT CONTACT WITH FIRMS OR ORGANIZATIONS LIKELY TO BE INTERESTED IN ATTENDING (AS YOU AND WE HAVE ALREADY DONE TO AN EXTENT), ARTICLES IN COMMERCE AMERICA AND COMMERCIAL PUBLICATIONS AT POSTS, SUCH AS TRADE U.S.A., AND THROUGH DEPARTMENT OF COMMERCE

FIELD OFFICES. FOR THE MOST PART, IT WILL NOT BE POSSIBLE TO PUT TOGETHER MISSIONS OR FIRM UP COMPANY PLANS TO ATTEND THE FAIR UNTIL THERE IS CONCRETE INFORMATION ON THE PRODUCTS TO BE EXHIBITED. WE ARE OFFERING TO HELP WITH PUBLICITY. THE NEXT STEP IS FOR THE TRADE FAIR SECRETARIAT TO PROVIDE US WITH THE NECESSARY INFORMATION AS EARLY AS POSSIBLE. ALTHOUGH ALL ACTION ADDRESSEES SHOULD MAKE THE POINT NOW, EMBASSY MANILA SHOULD FOLLOW UP AS REQUIRED.

5. WE ARE PREPARED TO HOLD A TECHNICAL SEMINAR ON GSP, IF IT WOULD BE WELCOMED. AS MANILA POINTED OUT (REF B ), THIS FITS IN WITH ASEAN DESIRES TO EXPORT TO THE U.S. REQUEST THAT MANILA ASCERTAIN TRADE FAIR SECRETARIAT VIEWS. WE LIMITED OFFICIAL USE

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WOULD APPRECIATE MANILA'S ADVICE ON DATE, PLACE, HOW TO WORK WITH TRADE FAIR SECRETARIAT ON PUBLICITY, LIKELY ATTENDANCE, ETC. COMPOSITION OF U.S. TEAM WILL BE DECIDED LATER.

6. THE TRADE FAIR SECRETARIAT IS ALREADY AWARE OF THE PLANS OF THE PACIFIC NORTHWEST COMMISSION AND THE YOUNG PRESIDENTS ORGANIZATION. THE SECRETARIAT WOULD ALSO BE MADE AWARE (IF NOT ALREADY) THAT THE PBEC IS HOLDING INTERNATIONAL MEETING IN MANILA MAY 7-10. FAIR SECRETARIAT MAY WISH TO ARRANGE PROGRAM FOR OR WITH PBEC. IT COULD CONTACT DR. WELDON B. GIBSON, EXECUTIVE VICE PRESIDENT, THE PACIFIC BASIN ECONOMIC COUNCIL, STANFORD RESEARCH INSTITUTE, MENLO PARK, CALIFORNIA 94025.

7. WE WILL GIVE PHILIPPINE EMBASSY WASHINGTON A DIPLOMATIC NOTE SIMILAR TO THAT IN PARA. 3 AND A BRIEFING ON OUR PLANS FOR THE FAIR DURING DEC. 28-30 TIME FRAME.  
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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, TRADE FAIRS  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE303985  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** DHSTEBBING:LRR/SJP  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770476-0500  
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**Legacy Key:** link1977/newtext/t19771230/aaaaazdm.tel  
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**Litigation History:**  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE 251921, 77 MANILA 19537  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Exemptions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 156442  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** ASEAN TRADE FAIR  
**TAGS:** ETRD, BEXP, ASEAN  
**To:** MANILA BANGKOK MULTIPLE  
**Type:** TE  
**vdkvgwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/a31d16ff-c188-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
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22 May 2009  
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